

**NOTES OF THE
CAPE COD MUNICIPAL HEALTH GROUP**

Steering Committee Meeting
Wednesday, November 15, 2017, 9:00 AM
Sandwich Town Hall, Sandwich, MA

MEETING MINUTES

A meeting of the Steering Committee of the Cape Cod Municipal Health Group (“CCMHG”) was held on Wednesday, November 15, 2017 at 9:00 AM at the Sandwich Town Hall, Sandwich, MA

The following people attended:

Steering Committee Members Present:

Skip Finnell, Steering Committee Chair	Dennis-Yarmouth RSD
Noreen Mavro-Flanders, Board Chair	County of Dukes County
Christopher Clark	Town of Harwich
Denise Coleman	Town of Falmouth
Deb Heemsoth	Town of Dennis

Guests Present:

Rich Bienvenue, CPA	CCMHG Treasurer
Deanna Desroches	CCMHG Wellness Consultant-Mainland
Jody Hoffmann	Town of Provincetown
Eric Diamond	Harwich Fire District
Bill Hickey	Harvard Pilgrim Health Care (HPHC)
Garbrielle Pitcher	Blue Cross Blue Shield of MA (BCBS)
Carol Cormier	Group Benefits Strategies (GBS)
Chris Nunnally	Group Benefits Strategies (GBS)
Karen Carpenter	Group Benefits Strategies (GBS)

Skip Finnell, Steering Committee Chair, called the meeting to order at 9:10 AM.

Approval of minutes of the October 11, 2017 and October 18, 2017 meetings:

Noreen Mavro-Flanders made a motion to approve the October 11th and October 18th meeting minutes as written.

Motion

Christopher Clark seconded the motion. The motion passed by a unanimous vote.

Treasurers report:

Treasurer, Rich Bienvenue, distributed and reviewed the Management Report with data through September 2017 (unaudited figures). Mr. Bienvenue reported a Trust Fund balance of \$17,827,149 and said the fund balance at the end of September 2016 was \$12.7M. He said this is the best start to the year CCMHG has had over the last five years. Mr. Bienvenue said the claims experience was low for the 1st quarter of FY18.

Mr. Bienvenue’s report showed a dental fund balance of \$3,706,802.

There was a discussion about the claims history of CCMHG.

Mr. Bienvenue reviewed the Accounts Receivables report and said all members are now current. He said he is working with the Town of Gosnold researching a credit on the books that may belong to them.

Rich Bienvenue said the FY17 rates were fully funded, but didn't include some small income items, which may account for a small surplus to the rates.

Carol Cormier noted that if all of the CCMHG members currently taking prescription drugs that are available through the CanaRx program utilized the program, the savings for those prescriptions would be about 64%. She said GBS is currently gathering Rx data from the health plans and will look at the savings that may be realized if the group carved the Rx out of its plans and contracted directly with a Pharmacy Benefits Manager (PBM).

In response to a suggestion, Carol Cormier said she would contact CanaRx about creating an infomercial/video to add to the CCMHG and employer websites.

Rich Bienvenue said he was contacted by Tracy Post, the President of the Cape Cod and Island Selectmen and Councillors Association. He said he forwarded the email to Carol Cormier, Skip Finnell and Noreen Mavro-Flanders. He said the Association is having its monthly breakfast meeting on December 8th and wants to discuss and try to better understand the health insurance programs and options available. Mr. Bienvenue said they would like someone from the CCMHG to be one of their guest speakers. He said someone from Cape Cod Healthcare may be a speaker as well.

There was a discussion about meeting with the Selectman without the Cape Cod managers also attending. After the discussion, Carol Cormier said she could put together a list of all the cost savings initiatives CCMHG has implemented over the years. She said she would be willing to attend and speak at the meeting and said she would put together a presentation and send it to Noreen Mavro-Flanders and Skip Finnell prior to attending.

The Committee agreed it would be acceptable for Ms. Cormier to speak at the meeting.

It was agreed that CCMHG will have a Managers meeting in the new year and invite the elected Boards as well.

Mr. Bienvenue said the FY17 financial audit is almost complete and said the auditor is waiting for a few confirmation letters. He said there will also be reinsurance reimbursement adjustments as usual.

Investment Committee report-

Rich Bienvenue said the Committee met and discussed combining Investment Funds 1 & 2. He said the Committee will be making a recommendation at a future Steering Committee meeting.

Christopher Clark made a motion to accept the Treasurer's report.

Motion

Denise Coleman seconded the motion. The motion passed by a unanimous vote.

Wellness Committee report:

Deanna Desroches reviewed the program updates and said the November edition of the "Your Health Matters" newsletter was distributed. She said the Couch to 5K is beginning in Falmouth in late February. She said they put together a weekly run club in Yarmouth on Saturday mornings, and participation is growing. Ms. Desroches said the *aHealthyme* portal registration is up by 94 members and said the last program ended on June 30th with 238 members.

Skip Finnell asked Ms. Desroches to add the number of portal activity hits to the site to the wellness report.

Ms. Desroches said other programs include Stress Reduction and Nutrition, as well as the Maintain Don't Gain and Incentive programs.

GBS Reports:

Funding Rate Analysis (FRA) – Carol Cormier reviewed the report with data through September 2017. She said the expense-to-funding ratio was 83.1% for the health plans and that the dental plans expense-to-funding ratio was 97.3%. Ms. Cormier noted that \$1.3M of reinsurance reimbursements are included in the funding surplus of \$6.6 million.

Reinsurance reports – Karen Carpenter reviewed the FY16 excess claims report with claims updated through June 30, 2017. She said that there were 21 claimants who exceeded the \$300K specific deductible with total claims of \$9.47 million and excess claims of \$3.17 million. She said CCMHG has received \$3.15 million in reinsurance reimbursements and is owed an additional \$24,178. Ms. Carpenter said the reinsurance broker and BCBS are working to obtain additional claims information to reimburse the remaining balance due CCMHG.

Ms. Carpenter reviewed the FY17 excess claims report with claims updated through September 2017. She said that there were 21 members with claims exceeding the deductible. She reported total claims of \$9.3 million and excess claims of \$3 million. She said CCMHG has received reimbursements of \$2.6 million to date and is owed an additional \$411,896.

Ms. Carpenter said no member has exceeded the stop loss specific deductible in FY18 with claims paid through September 2017.

MMRA Seminar – Carol Cormier said GBS is hosting a seminar to speak about the MMRA and to let other municipalities know they are welcome to apply for membership. She said other topics such as cancer care, telemedicine, Rx carveout programs will be presented as well. She said if anyone is interested in attending, to let GBS know.

Christopher Clark, Skip Finnell and Noreen Mavro-Flanders expressed an interest in attending the seminar.

myMedicationAdvisor (MMA) report - Carol Cormier reviewed the Abacus MMA report with data through September 2017. She said the estimated total net savings was \$730,072 and estimated employee copays waived was \$96,390.

Ms. Cormier said the CanaRx initial mailings to members have been mailed.

CCMHG Diabetes & MMA Total Spend report – Carol Cormier reviewed the report with data through September 2017. She said the diabetes purchases totaled \$326,925. Ms. Cormier said the CanaRx purchases totaled \$109,283, and the ASP purchases totaled \$3,705.

High Performance Health Plans - Carol Cormier said in addition to the information GBS has been discussing with the Committee, she said she read an article about a program to help with musculoskeletal disorders (MSDs). She said Chris Nunnally made contact with the company.

Mr. Nunnally said one company developed a treatment plan that intervenes with rigorous quality management that allows continuous improvement. He said compared to conventional orthopedic care, the clinicians obtain better pain reduction and enhanced range of motion and the recovery time and costs are reduced by half. He said more than half of the surgeries are eliminated, imaging drops by half and injections are reduced by more than one-third. He said the organization guarantees a 25% reduction in MSD costs. Mr. Nunnally said healthcare costs are reduced as well as workers compensation. He said more information on programs like this will be coming.

Diabetes Care Management programs:

Carol Cormier referred to exhibits in the packet comparing the Abacus Enhanced Diabetes Rewards and the Livongo diabetes care programs.

Ms. Cormier said Abacus now charges a per employee per month fee. She said that she asked Abacus to provide a per user fee to be able to better compare the programs. Ms. Cormier said CCMHG has been utilizing the Abacus programs for 13 years and said the members have good things to say about their program and customer support.

Ms. Cormier said the highest cost of the supplies and medication is insulin first, followed by the test strips, lancets and meters. She noted certain strips work with certain meters. She said Abacus is proposing an enhanced program model to include a new Accu-Chek Guide meter and will supply test strips at a \$1.00 per strip charge to CCMHG under the per subscriber per month payment model. Ms. Cormier said Abacus includes preventative care and is more comprehensive, such as the member needing to meet the 5 care guidelines in order to qualify for \$0 co-pay diabetic meds and supplies. She said the enhanced program will include diabetes educator coaching and pattern analysis of the member's blood glucose levels.

Ms. Cormier said the Livongo program supplies a high-tech cellularly-enabled touch-screen meter that transmits data, including blood glucose levels, to Livongo nurses and diabetes educators 24/7/365. Ms. Cormier said if an issue is seen, the nurse or educator will contact the member in real time.

Ms. Cormier said the Abacus program provides an incentive for free medication and supplies to the adherent members who complete the 5 care guidelines. She said Livongo provides the meter and test strips to the member at no cost, but the members pay for their diabetic supplies and medications. Ms. Cormier said Livongo's usual per user fee is \$75, which they have said will be discounted to \$68 for CCMHG. Ms. Cormier said Abacus quoted a \$75 per user fee or to stay with the per subscriber per month (pspm) fee of \$1.16 per month, the current annual fee of \$100,864.

Christopher Clark suggested staying with Abacus for now at the pepm fee and the test strip savings of \$30K. He said if it makes sense to move to a per user fee, Abacus has said they will let CCMHG make that change. He said he favors offering a program with prevention, not just savings on fees.

It was noted that intervention is quicker with the Livongo program.

Deb Heemsoth said she agrees with Mr. Clark and said those enrolled in the Abacus program now and meeting the care guidelines will probably still adhere.

There was further discussion about the programs.

Chris Clark suggested the possibility of paying a higher fee for those that are compliant and a lower fee for those who aren't.

Noreen Mavro-Flanders said she has an issue with Abacus coming up with enhancements only after GBS brought Livongo to the Committee. She said she wishes they came forward with it previously.

Denise Coleman said the Committee also needs to concentrate on utilization and what the companys can do to increase participation. She said that needs to be part of the decision. Ms. Coleman said she would like to see a comparison of how each of the companys reach out to those eligible and how they identify eligible members.

Other Business:

Christopher Clark said if Carol Cormier attends the Selectmen's Association meeting, she could speak about the CCMHG cost saving initiatives and let them know we will plan a Managers meeting for all to attend.

There was no other business.

Christopher Clark moved to adjourn the meeting.

Motion

Noreen Mavro-Flanders seconded the motion.

Skip Finnell adjourned the meeting at 11:55 AM.

*Prepared by Karen Carpenter
Group Benefits Strategies*